

Message Text

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PAGE 01 KINGST 00851 112139Z

63

ACTION SS-30

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O 112030Z MAR 74
FM AMEMBASSY KINGSTON
TO SECSTATE WASHDC IMMEDIATE 4180

C O N F I D E N T I A L KINGSTON 851

STADIS/ EXDIS////////////////

EO 11652: GDS
TAGS: PINT, EMIN, JM
SUBJECT: BUUXITE NEGOTIATIONS

1. HERewith THE SCENERIO FOR THE INITIAL PHASES
OF THE BAUXITE NEGOTIATIONS. PM MANLEY WILL MEET WITH
PRESIDENTS OF SEVERAL COMPANIES AT 2:30 PM FRIDAY,
MARCH 15. HE MAY HOST A SOCIAL EVENT FOR THEM THAT
EVENING. NEGOTIATIONS ON FINANCIAL ISSUES(ESSENTIALLY
POINTS ONE AND TWO IN THE PRIME MINISTER'S AGENDA AS
PASSED TO US) WILL COMMENCE AT 9:30 MONDAY, MARCH 18.
THESE NEGOTIATIONS WILL LAST APPROXIMATELY TWO WEEKS
WITH A DAY AND HALF TO TWO DAYS BEING ALLOTTED FOR
NEGOTIATIONS FOR EACH INDIVIDUAL COMPANY. THE GOVERNMENT
WILL NEGOTIATE WITH THE COMPANIES IN THE FOLLOWING
ORDER: ALCOA, ALCAN, KAISER, ALPART, REVERE, AND
REYNOLDS. AFTER MAJOR FINANCIAL ISSUES HAVE BEEN
SETTLED, PERMITTING LBN GOVERNMENT TO PROCEED WITH ITS
BUDGET PLANNING IN PREPARATION FOR PM'S BUDGET SPEECH
ON MAY 1, NEGOTIATING TEAMS WILL RESUME DISCUSSIONS
ON OTHER OUTSTANDING ISSUES, PRESUMABLY TAKING
THE COMPANIES INT THE ABOVE ORDER ONCE AGAIN

2. IT IS NO SURPRISE THAT REYNOLDS, WITH WHICH THE GOJ
HAS THE MOST SUBSTANTIAL PROBLEM AND THE WORST RELATIONS,
IS TO BE LEFT UNTIL LAST. IT IS SOMETHING OF A SURPRISE
THAT ALCOA, WHICH IS REGARDED AS BEING FAIRLY TOUGHT,
IS TO BE DEALT WITH FIRST. APPARENTLY THE THEORY IS THAT
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PAGE 02 KINGST 00851 112139Z

IF A WORKABLE ARRANGEMENT CAN BE MADE WITH ALCOA,

THE OTHERS, EXCEPT POSSIBLE REYNOLDS, WILL PROBABLY
FALL INTO LINE. HEWITT

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